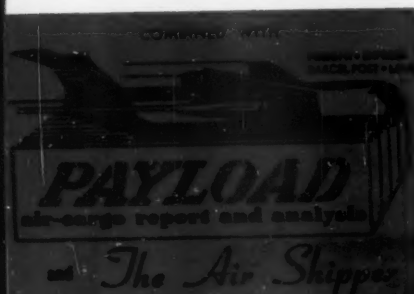


# shipping MANAGEMENT

FEBRUARY 1956

THE "HOW-TO" PUBLICATION OF PACKAGING, TRAFFIC AND SHIPPING



## READERS' ROUTER

TO \_\_\_\_\_ SEE PAGE

TO \_\_\_\_\_ SEE PAGE

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TO \_\_\_\_\_ SEE PAGE

The special "take it or leave it" pallet facilitates side-loading of flatbed truck at the Flintkote Company's plant in East Rutherford, N.J. Complete story on Page 13.

## Double Packaging



fresh keeps these tapes  
as a Daisy

**T**HE way Gummed Products Sealing Tapes are packed is more than a matter of convenience in storage . . . it's your assurance that the tape will be "mill fresh" when you are ready to use it.

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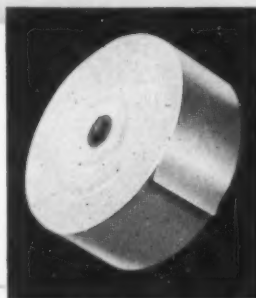


*Sterling Supreme*

Super-standard in quality  
Super-standard in efficiency

**Trojan Imperial**

The finest standard sealing tape  
on the market



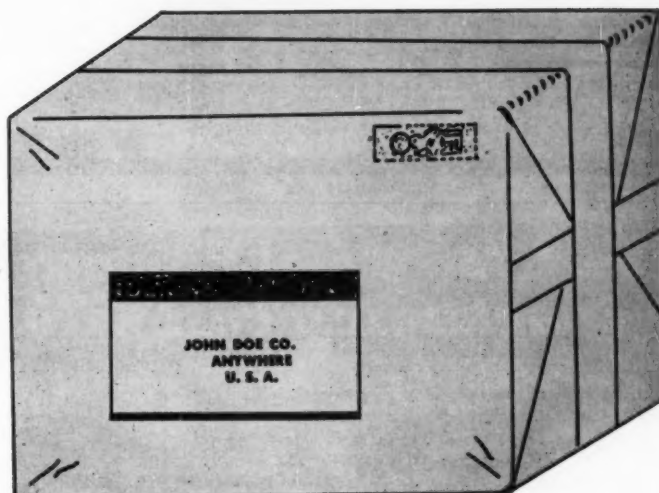
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MEN — METHODS — MATERIALS



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**TAPE-STRAP** is approved too! It is approved under Rule No. 41 and No. 5 of the Consolidated and Uniform Freight Classifications and various specific packaging items. It has also been accepted by Railway Express under Rule No. 18. The United States Government approved TAPE-STRAP for domestic packaging by announcing a new Military Specification MIL-T-4601 (USAF). This specification is dated February 2, 1953 and our Tape-Strap meets all requirements of this specification.

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Photo shows neat Tape-Strapped carton at left, with previous packaging method illustrated at right.

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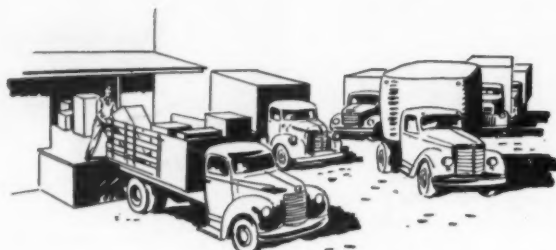
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DUO-FAST STAPLING PLIERS speeds the sealing of heavy bags, stapling corrugated cartons, fillers, etc.



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MEN — METHODS — MATERIALS



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# PACKING A PUNCH

WE ARE ENCOURAGED tremendously by the statements issued at the end of last year by officials of the rail, trucking and air freight industries to the effect that 1955 was generally a better year than its predecessor.

William T. Faricy, president of the Association of American Railroads, reported that revenue carloadings in 1955 stood at about 37,800,000, an increase of 11.5 percent over 1954. Revenue ton-miles of freight increased by 12.9 percent to 620 billion. Total operating revenues for 1955 were estimated by Faricy at \$10.1 billion, an increase of 7.7 percent over those realized in 1954. Freight accounted for the bulk of these revenues, going ahead by 9.5 percent to \$8.5 billion. This increase in freight traffic was chiefly responsible for the 34 percent jump in net income which totalled an estimated \$915 million after deductions for taxes, rentals, fixed and contingent charges and miscellaneous items.

It was also disclosed by Faricy that plant and equipment expenditures increased by \$70 million over the amount spent in 1954. This brings the carriers' total capital expenditures since the end of World War II to \$11 billion. He added that the roads will spend more than a billion dollars this year for about 135,000 new freight cars as well as other items of plant and equipment.

Similarly good economic health was reported by the trucking industry for 1955. The American Trucking Associations stated that the industry recovered from its 1954 dip, and was forging ahead to bigger and better profits. Gross revenues of motor carriers subject to ICC regulations were about \$5,400,000,000 last year, compared with \$4,700,000,000 in 1954 and \$4,900,000,000 in 1953. Intercity truck tonnage transported by Class I motor carriers in 1955 exceeded the 1954 amount by some 14 percent. The industry's ton-mileage rose to 244,600,000,000. Upwards of \$2,500,000,000 was spent for replacement and expansion of truck fleets. Expenditures this year for operating equipment are expected to reach \$3 billion.

Individual airlines and air associations reported that their positions in the freight handling field improved tremendously last year and that the progress was expected to continue.

All in all, this is excellent news for shippers in general. As business gets better so does service and efficiency.

FEBRUARY, 1956

## shipping MANAGEMENT

Vol. 21—No. 2

COMBINED WITH

**PAYLOAD & The Air Shipper**

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Published 10th of each month by Shipping Management, Inc., 425 Fourth Avenue, New York 16, N.Y. Telephone MUrray Hill 3-6280-1.

HARRY HEARST, Western Manager  
549 W. Randolph St., Chicago, Ill. CE. 6-5164.

Pacific Office: J. O. Hodges, 479 S. Holt Ave., Los Angeles 48, Calif. BRadshaw 2-3935.

Southern Office: Hal Moore, 279 North East 79th Street, Miami 38, Fla. Day Phone: 82-3624; Night Phone: PLaza 8-5516.

Subscription price \$5.00 per year in United States, its possessions and Canada. All other countries, \$6.00 per year. Published in U. S. A.

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If your packages don't require dustproof sealing

**You can cut taping time  
at least 2/3**



**Switch to center seam sealing with Bi-Di\* or Stres-Pruf\* Tape**

Center seam sealing doesn't do the same complete closure job you get with conventional 6-strip sealing. But if your product doesn't need protection from dust you'll save *plenty* with center seam sealing.

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**CUT COSTS UP TO  $\frac{2}{3}$**

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Now, instead of using 6 you can use 2 strips of tape to seal *all* cartons for ALL shipments. Of course you'll use the new tough, super-strong filament reinforced tapes to do the job . . . PLUS a Derby 32-T, filament reinforced tape dispenser. The Derby 32-T was especially designed to dispense tough reinforced sealing tapes quickly,

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Write now, Dept. SM for free booklet  
about 2 strip sealing and  
the Derby 32-T

easily and accurately. Its many, many exclusive features are designed to save you money . . . result in top flight, long-range performance and dependability.

**DERBY SEALERS, INC.**  
DERBY, CONNECTICUT



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## shipping MANAGEMENT



Four trunk line conveyors carry cases from the shipping building into the warehouse. A fifth trunk conveyor runs from the Vinegar Building along with the other four to the palletizing machines, joining with one of them near one of the four pallet loaders.

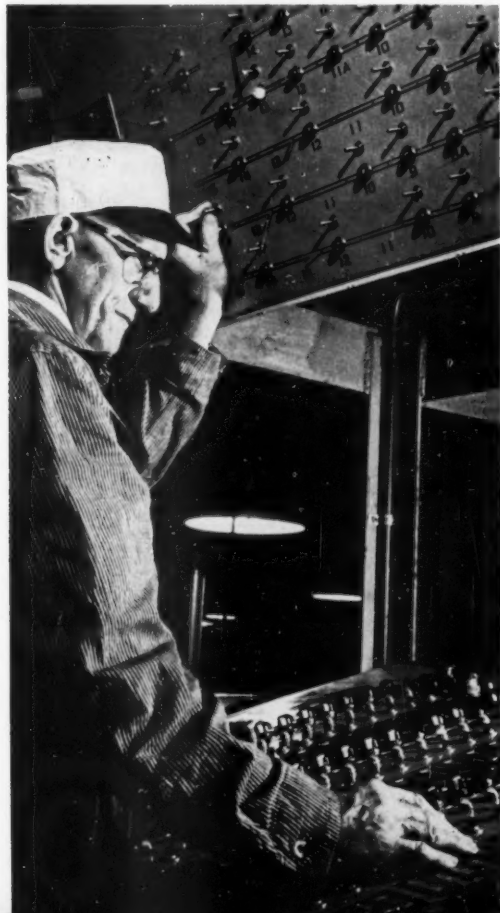
# Fully Mechanized Warehouse Features Push-Button Conveyors and Palletizers

THE DEVELOPMENT OF A SYSTEM of automatically controlled conveyors and palletizing machines for a new warehouse at the Pittsburgh plant of H. J. Heinz Company has fully mechan-

ized warehousing operations from the case-sealing machines in nearby buildings to the shipping docks of the warehouse. This novel system is believed to set a new standard in efficiency for handling large volume throughout an industrial plant warehouse.

The new warehouse, which is approximately 500 ft. long and 250 ft. wide, has an almost equivalent area of 375,000 sq. ft. on three floors. However, a ceiling height of 25 ft. and floor load capacity of 750 pounds per sq. ft. on the two upper floors permits stacking pallet loads five high so that 40,000 pallet loads of products and other materials can be stored in the building's 7,400,000 cu. ft. of space.

The advantages offered by the latest developments in automatic mechanization of handling were major factors in planning the new warehouse. Its principal feature is the operation of the handling equipment. Operation of the system is similar in some respects to switch tower control of railroad trains entering large passenger stations. In fact, the operation involves making up "trains" of predetermined and widely variable numbers of filled cases, routing and controlling their movements on 12 accumulator conveyors and



The operator in the control pulpit identifies the product and selects the proper pallet loading pattern by pushing a button corresponding to the size of the case for this product. Cases move into the pallet loading machine at the rate of about 25 cases per minute and an electric eye counter stops all loading operations when the required number of cases has passed through.





Production runs are checked over by F. Y. Tiernan (right), factory manager, and Joseph Osterreider, transportation and warehousing manager of the factory. Schedules on this board reflect, with accuracy, the weekly work load of the warehouse department, which is equipped—with its new facilities—to handle as high as 48,000 cases of finished Heinz goods in one 8-hour shift.

five trunk conveyors through four pallet loading machines, and over subsequent conveyors and vertical lifts to one of three floors in the warehouse.

The number of cases in each "train" is determined by their size and is the number required to fill a pallet to specified dimensions. The average distance traveled on these conveyors is more than 1100 feet through two to four connecting upper floor passageways between buildings. Trunk conveyor length is about 850 ft. and accumulators average 300 ft. but vary from 240 to 470 ft. There are approximately  $1\frac{1}{2}$  miles of conveyors, including feeders, accumulators and trunk lines to the pallet loaders, of which 4100 ft. are in trunk lines. Other automatic conveyors deliver palletized products from pallet loaders to the floor on which they are to be stored or shipped.

There is no manual handling after the cases are automatically sealed until they reach the warehouse shipping dock or outgoing railroad car or highway truck. Even the handstacking in these cars and trucks is to be eliminated when present experimental use of accessories in fork truck handling shows the most satisfactory mechanized method of recovering pallets.

The new handling system permits taking as many as 48,000 cases of Heinz products from production lines during an 8-hr. shift, delivering

them on pallets to conveyor terminals at any of 12 points on the three floors of the warehouse. Loaded pallets are then moved by fork truck from these points to tiered storage or shipping docks.

### Constant Attention of Two Men

Normal operation of the system requires the constant attention of only two men for the conveyors and pallet loading machines and some of the 33 fork truck operators. However, for maintenance of the system two electricians and two mechanics are available to keep it running properly. A single operator controls the conveyors and pallet loaders and a second man with a motorized hand truck keeps the pallet loaders supplied with empty pallets and serves as a roving troubleshooter. Fork truck operations include three major types of movements of pallet loads: Conveyor to storage, storage to shipping docks, and conveyor to shipping docks.

All of the 12 accumulator conveyors and five truck conveyors are located as near ceiling height as possible in order to conserve floor space. Conveyors from case sealing machines on the fourth floor of the Shipping Building and the third floor of the Cereal Building carry the cases up to this level to discharge them on feeder and accumulator

*(Continued on Page 32)*

### R. R. Car Shortages Attributed To 12 Month Industrial Spurt

WHILE TAKING SPECIAL pains to deplore railroad car shortages, William White, president of the Delaware and Hudson Company, told the annual meeting of the Atlantic States Shippers Advisory Board in New York last month, that "there will always be some shortage at some point when there is a sudden growth in industrial activity, such as we have witnessed in the last 12 months, or when peaks in loading demand occur."

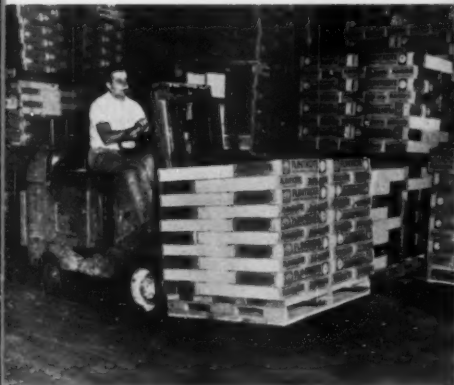
"Other industries experience the same difficulties when they run up against peak demand and sudden bursts of industrial growth," White said. "The steel shortage is an example. No one can charge the steel industry with failure to increase its producing capacity or to look ahead. Yet we do have now, and have had in the past, steel shortages. But you and I don't expect the steel industry to incur the high investment necessary to produce steel to meet short peaks of high demand

*(Continued on Page 28)*



Fork trucks remove the pallet load from the conveyor. There is a separate lift for each palletizing machine.





The photos above show the versatility of the "take it or leave it" pallet. Left: Forktruck has just removed pallet load of shingles from high level storage. Center: Entire load is lifted off pallet and carried easily on forks. Right: Load is deposited on raised platform in freight car or truck and forks slide out easily. Process is reversed for receiving.

## Company Shipping | Customer Receiving



## Modernized With Special Pallet

### PHOTO-OF-THE-MONTH

The photo on this month's cover shows a flatbed truck which can be loaded from the side with "take it or leave it" pallet loads of Flintkote Company products. The line cut above lends a bit more detail in depicting this operation. Note the forklift raising the pallet loads onto the trailer bed.

**IN THE HOTLY COMPETITIVE** building products industry, it is big news when a leading manufacturer can modernize its materials-handling, warehousing and shipping operations as well as those of its customers and at the same time cut costs! That is just what The Flintkote Company, one of the top American producers of building materials, has managed to do in the brief period of one year.

Through the installation of a unique shipping system featuring a "Take It or Leave It Pallet," the company was able to ship out last year the biggest quantity of roofing and siding materials in history from its four plants at East Rutherford, New Jersey. Some 200,000 tons of roofing, asbestos and insulating siding products were sent out to wholesalers and distributors throughout the East, and after all factors were considered,

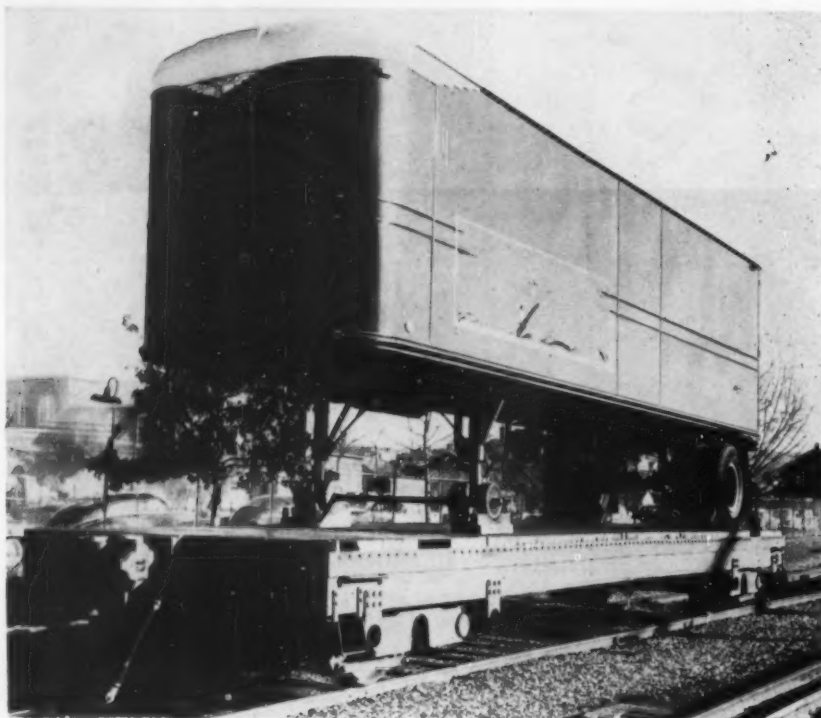
a total of 26 cents was saved on each ton. A 35% increase in efficiency was also racked up. For these achievements, the "take it or leave it" pallet, which was the only change effected last year in shipping procedure, must be assigned major credit.

Altogether, Flintkote has 35 plants throughout the country in all of its divisions—building materials, industrial products, paper, liquids and emulsions. Of the 35 plants, most are in the Building Materials Division. The four plants at East Rutherford, which occupy an area of five square blocks, manufacture, warehouse and ship roofing shingles, asbestos, insulating siding and emulsions for distributors in the entire northeastern part of the country from Maine down to South Carolina and west to the Ohio border.

Under the "take it or leave it" system, products are packed, stored and shipped not in containers or cartons, but rather in pallet loads strapped with wire ties. After coming off the assembly lines, the products are taken by fork lift trucks to steel

( Continued on Page 30 )

Here is the new basic railway car, known as the "Adapto", built by American Car and Foundry. It can be converted quickly to gondola, box car, tank car and piggyback service.



## Light RR Car Ideal For Piggybacking

### New Type Docks Will Aid Fishyback Shipping

**PIGGYBACKING OPERATIONS** in this country were given a big push forward last month by the joint announcement of ACF Industries, Inc. and Fruehauf Trailer Company that a combination sales package of Fruehauf truck-trailers and the new ACF Adapto railway car will be offered to shippers and carriers in the future.

James F. Clark, president of ACF, and Roy Fruehauf, president of Fruehauf Trailer made the joint announcement about the tie-up.

Stating the combination offer will be flexible as to the number of truck trailers which will be offered with each Adapto car, Messers Clark & Fruehauf pointed out that "the exact number of trailers to each Adapto car can only be ascertained by a study of the various facets of piggybacking such as type of freight, length of hauls, and geographical area for each operation. Our joint engineering and sales force is prepared to make such studies promptly.

The Adapto "all-in-one" basic car, is a low-cost, interchangeable, lightweight car of superior riding qualities. Equipped with standard couplers,

its weight and its cost are only about one-half that of standard types of freight cars with comparable equipment. The first railroad to purchase the new cars is the Rock Island, which placed an order for 50 basic cars, with box compartments, for delivery around mid-year. ACF plans to mass-produce future orders for this car.

New features of this four-wheel, 35-foot long car include fixed axles, air-cushioned suspension, rubber draft gear, roller bearings, and a self-cleaning floor. This is a marked departure from today's 52-foot long flat car, which has eight wheels, friction bearings, no air-cushioned equipment, and weighs about 56,000 pounds. The car is able to carry over 70,000 pounds, more than three times its own weight, compared to the average freight car's ability to carry approximately twice its own weight.

The basic "all-in-one" design lends itself to box, container-hopper, gondola, tank car, hopper car, caboose and to "piggy-back service. This is achieved by the interchange of removable super-

*(Continued on Page 16)*



Goes  
around  
sharp  
corners  
*easily...*

**RIBBED**

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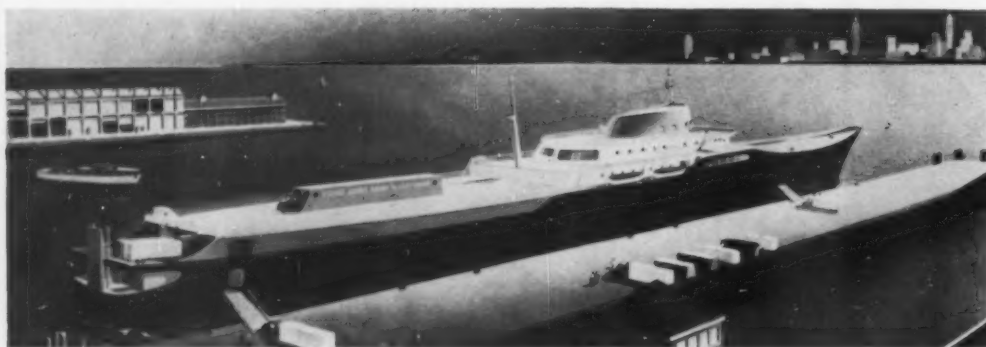
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This is the first of the fishyback ships designed by the U.S. Maritime Administration for carrying truck-trailers.

(Continued from Page 14)

structures on the car's platform, which has automatic leveling valves to keep the platform loading height constant, regardless of load.

In addition to the Adapto flat car, ACF will supply the containers, tanks, gondolas, hoppers, and other superstructures, so that railroads may make these readily available at freight terminals for quick conversion, depending on the requirements of the shipper. The containers can be lifted off the flat cars and onto waiting trailer-trucks by crane or fork lift truck.

Greater operational efficiency and economies in railroad freight transportation are made possible by the fact that there is nearly 35% less dead weight per ton hauled. The Adapto need never travel empty, since a railroad can send a 35-foot trailer on the basic flat car to its destination, then convert the same car into a two-compartment box car for the return trip.

Meanwhile, ACF Industries announced that it has received orders from Trailer Train Company for a thousand new type flat cars.

Similar optimism on the future of piggyback operations was voiced by Roy Fruehauf at a press conference called by his own company last month. Explaining that piggyback is now in operation on 34 railroads, he said: "I can envision the day—

and I don't believe it's too far distant—when the 716,824 boxcars now in use on our railroads will be replaced by flatcars each carrying two truck-trailers. . . . There is a tremendous potential in piggybacking that has not even been realized by the majority of the railroads. When this is realized, piggybacking will sweep this country like a tidal wave."

Fruehauf also saw a "bright future for fishyback shipping"—the hauling of loaded truck-trailers aboard steamships. "This has been given a big boost by the Office of Defense Mobilization which has set an expansion goal of 25 roll-on, roll-off oceangoing vessels to haul loaded truck-trailers. The ODM is granting fast tax writeoffs to the steamship lines building the ships until December 31 this year." Fruehauf added that bids have been invited by the Maritime Commission for construction of roll-on, roll-off ships, measuring 499 feet in length. A number of private steamship companies have laid plans to build fishyback ships.

With piggyback and fishyback shipping "just beginning to show signs of growth," Fruehauf said, "still another form of this type of operation has nosed into the picture. This newest addition is birdie-back shipping, the hauling of loaded truck-trailers by air transports."

A container is lifted from truck-trailer for transfer to an Adapto car alongside. This is the first multi-purpose freight car in railroad history.







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## Routes ★ Services ★ Schedules

● **AIR PARCEL POST** to Spain, including the Balearic Islands, Canary Islands, Spanish Offices in Northern Africa, and the Spanish Post Office in the International Zone of Tangier, may not be insured. Insured service is limited to surface parcels only.

● **DAILY FLIGHTS** of Trans World Airlines are now serving Denver, Oklahoma City, and Tulsa. The TWA schedules connect those three cities with New York and with west coast terminals, also providing the first direct, single-carrier service between them and cities on the company's 33,000-mile world routes in the British Isles, Europe, Africa, and Asia.

● **CARGO SCHEDULE** of Delta Air Lines, effective this month, includes: Southbound and westbound flight 25X, daily except Saturday and Sunday, leaving Chicago at 8:45 p.m., reaching Dallas at 10:02 a.m., via Cincinnati, Atlanta, Birmingham, New Orleans, Shreveport. Northbound and eastbound flight 26X, daily except Sunday and Monday, leaving Dallas at 7 p.m., arriving in Chicago at 7:11 a.m., via Shreveport, New Orleans, Birmingham, Atlanta, Cincinnati.

● **INDIA AND JAPAN** have signed an agreement, under which Air-India International is allowed to touch Japan at Tokyo and to proceed, if desired, to points beyond in both directions. Japan will designate an airline which similarly will be permitted to call at Calcutta or Delhi, and to fly beyond in either direction.

● **ANOTHER FLIGHT** in Japan Air Lines service between Japan and Brazil will leave Tokyo on March 17. This will be the third non-scheduled flight to Brazil since JAL began international operations.

● **ON FEB. 15**, THE NEW ROUTE of Braniff International Airways between Texas and New York will be inaugurated with three round-trip Douglas DC-6 flights daily. The initial schedules will be supplemented on April 1 by service between Texas and Chattanooga, via Memphis. Of the three daily flights to the northeast, one will originate in San Antonio, one in Fort Worth, and one in Dallas. New York City will be served through Newark Airport.

● **THE WINTER ALL-CARGO** flights of Swissair between New York and Zurich originate on Sundays in both directions, via Shannon (technical landing), Manchester, and Basel.

● **TWO-WAY RADIOS** are being installed in the trucks of Mercury Service Systems, Inc., official air-freight cartage agents for 16 scheduled airlines serving New York. This has been arranged through negotiations with Radio Corporation of America. The first local trucking company in New York to be so equipped, Mercury expects the move to improve freight pickup-and-delivery service because dispatchers will now have constant control over the routing of trucks throughout its territory, according to R. W. Williams, director of air-freight sales.

● **MEASURES AIMED** at expediting the orderly flow of air traffic in the North Atlantic region will be considered at a special meeting of the International Civil Aviation Organization in Paris on Feb. 20.

● **DIRECT FLYING** between Beaumont and Dallas will be started by Trans-Texas Airways on March 1.

PAYLOAD & The Air Shipper is published twice a month - once as a section of Shipping Management and again as a separate newsletter from SM. Lucien Zacharoff, Editor and General Manager. Address news and editorial communications intended for Payload to G.P.O. Box 775, Brooklyn 1, N.Y.; telephone ULster 5-2243. All other business communications should be sent to Shipping Management magazine, 425 Fourth Ave., New York 16, N.Y.; telephone MUrray Hill 3-6280-1.

# Rates ★ Tariffs ★ Commodities

● SPECIFIC COMMODITY RATES tariffs of Air France will include, effective Feb. 15, the following additions or changes between New York/Boston and points shown - minimum weight per shipment 45 kgs.: Furs, hides, pelts and skins, Nice, \$1.34 per kg. \* Leather and leather manufactures, not elsewhere specified, Nice, \$1.23 per kg. \* Yarn, thread, fibres, textiles and textile manufactures, n.e.s., also clothing and wearing apparel, Nice, \$1.14 per kg. \* Cosmetics, toilet preparations and articles, perfumes, Beirut, \$1.75 per kg. \* Plastic material and articles partly finished, not including completely finished articles, n.e.s., Beirut, \$1.74 per kg. \* Scientific and precision instruments, excluding watches and clocks, n.e.s., Oslo, Stockholm, \$1.48 per kg. \* Motion picture films, exposed and advertising material appertaining thereto, Birmingham, Glasgow, \$1.32 per kg.; expires on May 15. \* Imitation jewelry, novelties, ornaments, excluding watches and clocks, Beirut, \$1.75 per kg. \* Pens and pencils, Beirut, \$2.34 per kg.

ALSO OVER AIR FRANCE, in effect since Jan. 18.: Drawnwork, needlework, embroideries and lace (excluding wearing apparel, from Karachi to New York, \$2.53 per kg., minimum 100 kgs.

● NOW IN EFFECT in the commodity-rates tariffs of the British Overseas Airways Corp.: Drawnwork, needlework, embroideries and lace, from Karachi to Boston/New York, \$2.53 per kg., minimum 100 kgs.

● NO PROVEN NEED EXISTS to extend the Civil Aeronautics Board's authority to fix international air-carrier rates, according to advice from the Chamber of Commerce of the U. S. to Congress. The Board has asked Congress for the same authority over those rates that it now wields over domestic air rates.

IN A LETTER to Representative Oren Harris, chairman of the House subcommittee on transportation, the Chamber declares that "sufficient need has not been shown for substitution of governmental rate making for the flexible conference-type now in existence through the International Air Transport Association".

THE CHAMBER ALSO has advised that rates and service of contract air carriers should be made subject to regulation under the Civil Aeronautics Act "in order that there may be a determination in each case as to whether the operation is a bona fide contract service or in reality that of a common carrier". Enforcement of the Act is deficient without this information, the Chamber holds. It also insists that non-scheduled airlines should be required to show public need for their services and should not be exempt from this requirement, as is now the case.

● EFFECTIVE FEB. 18, the Northwest Orient Airlines tariffs will show a change in the application of valuation charges so as to base them on pro-rata portion of each \$100 valuation rather than on the full \$100 valuation or fraction thereof.

## Traffic Statistics

● CARGO TRAFFIC through N. Y. region airports (La Guardia, N. Y. International, Newark, Teterboro) during December (in lbs.: scheduled domestic freight - 21,915,600, express-- 5,381,800, air mail - 5,987,100, first-class mail - 1,971,800; scheduled overseas freight - 4,316,500, mail - 2,531,600; non-scheduled freight - 1,371,700; helicopter freight and express (Nov. figures) - 412,000, mail - 152,800.

● TRANSATLANTIC freight flown during 1955 by Seaboard & Western Airlines amounted to 5,127,300 lbs. An additional 3,721,932 lbs. was lifted by S&WA on special flights across the Pacific in the Distant Early Warning Line project in the Arctic. Total carriage was 67% greater than in 1954. The company fleet made 1,524 ocean crossings in 1955, logging 7,174,308 revenue flight miles in 31,051 hours.

● HELICOPTER FLIGHTS of New York Airways as of Jan. 1, 1956, carried 7,514,042 lbs. mail,

973,733 lbs. of freight, 1,917,984 lbs. of express, and 33,384 scheduled passengers in 19,882 revenue hours over 1,136,050 scheduled miles. Incorporated in 1949, the company was awarded a Civil Aeronautics Board certificate in 1952 when it began its helicopter services in the metropolitan New York area, later extending them to adjacent communities and states.

● DECEMBER CARGO over United Air Lines in ton miles: freight - 2,650,000, express - 1,273,000, mail (including first-class) - 3,271,000.

● TOTAL FREIGHT volume of Trans-Canada Air Lines during 1955: 25,217,340 lbs., 25% more than in 1954. TCA carried more cargo across the North Atlantic between Canada and the United Kingdom than any other airline, 64% of the eastbound volume and 54% of the westbound. Air cargo over TCA between the two countries amounted to 1,614,492 lbs. in 1955, 30% over 1954. On North American routes, TCA carried 17,521,050 lbs. of freight, 25% up, and 5,748,000 lbs. of express, 21% up over 1954.

# Equipment Trends & Orders

• **FIRST OF THE GIANT C-133A** turboprop cargo planes to be completed for the Air Force was rolled out of the hangar this month at the Douglas Aircraft Co.'s Long Beach, Cal., plant. The huge transport, with twice the payload capacity of the largest military aircraft in service, is expected to set new performance standards as a global cargo carrier. It will undergo an exhaustive series of tests of its various systems, equipment and controls before it takes to the air for the first time this spring. The four-engined, high-wing plane has a span of 179 ft. 8 in.; its fuselage is 148 ft. 2 in. long and 16 ft. 2 in. in diameter. Tip of the tail towers more than 48 ft., about the height of a four-story building. Its gross weight is 255,000 lbs., compared with the 185,000 lbs. of the latest model Douglas C-124 Globemaster II. The C-133A can lift payloads twice the normal cargo capacity of the C-124.

THE C-133A IS POWERED by four Pratt & Whitney T34-P-3 turboprop engines (jet turbines driving propellers), each rated at 6,000 hp. at take-off. They drive three-bladed, reversible Curtiss Wright turboelectric propellers 18 ft. in diameter. This engine-propeller combination will make the new transport one of the fastest freighters in production for the AF.

TWO LOADING DOORS provide access to the 90-ft. long cabin floor, which is at truck-bed level. Virtually all military vehicles can be driven through the main door at the rear of the fuselage. Sample loads which can be driven or hauled aboard by means of an integral ramp are two prime movers weighing more than 40,000 lbs. each, 16 loaded jeeps, 20 jet engines, or various combinations of vehicles, heavy ordnance and general cargo. The C-133 stands close to the ground on dual nose wheels and main landing gear consisting of two sets of four wheels each. The main gear retract into faired pods mounted on the sides of the fuselage.

• **TWO DOUGLAS DC-8** intercontinental jet aircraft have been ordered by Swissair and are due for delivery in the spring and summer of 1960, when they will be put into transatlantic service. The cost of the planes with the necessary spare parts will be approximately \$16,300,000.

• **THE FIRST OF FOUR Lockheed Super G** Constellations ordered in August, 1954, was delivered last month to KLM Royal Dutch Airlines at Schiphol Airport in Amsterdam. The balance is being delivered this month. The aircraft are for use on North Atlantic routes.

• **THE 1956 WORLD SALES** program of Lockheed Aircraft Corp. is the most aggressive in company history, calculated to exceed 1955's effort which brought in approximately



\$335,000,000 in airliner orders, according to P. K. Yost, Jr., California division director of commercial sales.

• **THREE VISCOUNT TRANSPORTS** bought by Compania Cubana de Aviacion from Vickers Armstrong Co. are to be delivered in March, April, and May and will be used on the Havana-Miami route, replacing the company's two Constellations, currently in operation, which have been sold to El Al Israel Airlines.

## On Latest Manifests

• **A 72-HOUR FLIGHT** to New Delhi with a rush shipment of gamma globulin has been recently completed by Seaboard & Western Airlines. The movement of this perishable serum originated at N. Y. International Airport and was routed via Frankfurt. Sent by the International Cooperation Administration at the request of India's health authorities, the drug shipment was sufficient to immunize 100,000 persons against jaundice and other diseases. It was valued at about \$1,000,000.

• **A 10-TON, 8,000-mile "penlift"** between Los Angeles and San Juan was staged recently when a Salinas manufacturer moved a shipment of pen parts to a domestic airline in Los Angeles whence it was carried to New York and flown from there to San Juan by Pan American World Airways. The pens were assembled in a day at the Salinas plant, loaded aboard another air freighter and were back in Los Angeles as finished pens in a total elapsed time of four days.



# Washington Roundup

● **PRESIDENT EISENHOWER** has approved the Civil Aeronautics Board's decision which sanctioned acquisition of Colonial Airlines, Inc., by Eastern Air Lines, Inc. This action, the Board said, is consistent with the public interest and will not result in monopoly or restrain competition. This merger is subject to the labor protective provisions previously prescribed by CAB in the Slick-Flying Tiger merger case.

● **OVERALL IMPROVEMENT** in the Civil Aeronautics Act of 1938 would result from enactment of either of two omnibus bills to amend the Act, on which hearings have just been held before the House Interstate and Foreign Commerce Committee, according to the testimony of Stuart G. Tipton, president, Air Transport

Association. He specifically charged that the Civil Aeronautics Board permitted abuse of the exemption provision of the Act and has allowed "literally hundreds of new commercial air transport enterprises" to spring up. These non-scheduled carriers, he said, in open violation of CAB regulations and "with utter contempt of the Board itself", have been permitted to conduct lucrative long-haul operations without obtaining certificates of public convenience and necessity and without proving their fitness nor their ability to conduct the service. At the same time, Mr. Tipton explained, the certificated airlines continued to provide service to the intermediate cities as well as the larger cities with the losses incurred at the smaller points being offset by revenues produced at the larger cities.

## People & Places

● **U.S. CARGO STAFF** appointments and changes at Swissair: Raymond Ghilain, cargo tariff agent; H. A. Graf, to be responsible in New York for sales and promotion of westbound cargo traffic; William Randazzo, cargo sales representative for the west coast, to work out of the Los Angeles office; John H. Whiteside, assistant cargo supervisor at N. Y. International Airport.

● **NAMED KANSAS CITY** district sales manager for United Air Lines: Glenn Evers.

● **MANAGER, CANADA** is the new title of G. S. McDougall at the British Overseas Airways Corp., under the company's North American decentralization program. R. W. I. Geldard becomes manager, Montreal, and R. H. Trench Thompson, manager, U. S. A.

● **UNANIMOUSLY ELECTED** president and general manager of Avianca, Colombian National Airways: Juan Guillermo Restrepo Jaramillo.

● **RESIGNATION ANNOUNCED:** James W. Mariner, as vice-president--sales, Northwest Orient Airlines; future plans not disclosed.

● **APPOINTED INTERLINE** sales manager -- U.S. for Pan American World Airways: George L. Strehlike; in this newly-created position he will coordinate cargo and passenger sales originating on domestic airlines and making connections with PanAm's worldwide services. His successor as Chicago district sales manager: Stuart Wooster.

● **PROMOTIONS, TRANSFERS** at Delta Air Lines as a result of the Civil Aeronautics Board's award to it of five more cities in the Southwest-Northwest Service Case, include these: Charles P. Knecht, general sales manager; T. P. Delafield, director of customer services; Charles M. Mashburn, administrative executive--traffic and sales; Don Langland, district sales manager, Atlanta; Hal Salfen, sales promotion manager; Henry Ross, manager of military transportation; Tom T. Oster, agency sales manager; George E. Shedd, interline sales manager; John J. Shad, district sales manager, New York; Gerard O'Hagan, assistant district sales manager, New York; Osgood Willis, district sales manager, Washington; Robert L. Griffith, assistant to the president in charge of Delta's Washington executive office; James Chamberlin, sales manager, Baltimore; Edward F. Porter, sales manager, Charlotte; Wayne Schweitzer, sales manager, Philadelphia; Walter Jureski, sales manager, Shreveport; Bodie B. Smith, sales manager, Evansville; Robert L. Young, sales manager, Knoxville; W. W. Quesenberry, agency representative, Chicago; C. C. Dyar, sales manager, Tulsa; Art Moreau, sales manager, Columbia.

● **MANAGEMENT CHANGES** in Air Cargo, Inc., following meetings of stockholders and board of directors: Emery F. Johnson elected president; Russell S. Bernhard appointed general counsel; Stuart G. Tipton and Alexander G. Hardy to the board of directors.

● **EASTERN DISTRICT** cargo sales manager just named by Air France: George F. Gaskin.

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# Bank Plan Simplifies, Speeds, Payment of Freight Bills



AN INTERESTING INNOVATION in the transportation field is a package deal offered by some banks to shippers. This plan is called the "Freight Payment Plan" and is a system whereby, for a small cost, shippers may have the bank take care of all of their freight bills.

In effect, the system works as follows: The carrier will send the freight bill to the bank. The bank sorts all freight bills, charges the total to the shipper-receiver account, marks the bill paid, and sends them the same day to the shipper-receiver. The bank in this plan acts as a clearing house for the freight bills and thus saves the individual company the trouble of writing checks for each bill received. This is a relatively new procedure and requires that the carrier with whom the shipper does business be a member of this plan.

One of the major savings is that individual freight bills occur frequently and in most instances are relatively small in amount. The writing of checks for freight is admittedly a costly process as well as a nuisance. Thus, this freight-payment plan offered by the banks enables shippers or receivers to avoid the detailed time and office cost consumed in paying for these bills. One of the better parts of this plan is that the shipper-receiver pays nothing for this service because it is also of great importance to the carriers; the carriers are the ones that pay the bank approximately 5¢ per bill or bills for one shipper-receiver.

As a clearing house the plan

does not upset the present method of reviewing bills and has many other advantages for the company. It enables freight expenses to be consolidated in one account, and it eliminates much clerical work such as typing checks, vouchers, etc. Needless to say, it also saves on stationery, correspondence, and completely eliminates mail expense.

## No Minimum Balance

After being paid the bills are sent to the shipper or receiver as the case may be for review and audit. If there is a mistake, such as an overcharge, there is no need for the shipper or the

receiver to contact the carrier. He simply sends a correction form to the bank for immediate credit. From this point on the bank deals directly with the carrier on this particular transaction.

Another feature is that no minimum balance is normally required in the account. The shipper or the receiver usually deposits a week's estimated freight charges in advance and makes periodic replenishment. If a concern has an account at the bank which is handling the "clearing house" transactions then it is even less inconvenient

(Continued on Page 29)



JOSEPH J. SCULLY, former assistant director of traffic of Johns-Manville Corporation, was tendered a testimonial luncheon January 17 in the Hotel Commodore, New York. P. J. Winters was chairman of the affair.

DELTA NU ALPHA's New York University Chapter will conduct its annual Intercollegiate Forum on February 18 at the School of Commerce, Accounts and Finance. The forum will be devoted to the controversial Weeks Report. Participating will be Delta Nu Alpha members from the University of Georgia, University of Baltimore and NYU.

NEW YORK BOARD OF TRADE elected Ernest R. Senn, assistant vice president and freight TM of Grace Line, Inc., as chairman of the Board's Transportation Section. Arthur E.

Baylis, vice president, New York Central System, was elected vice chairman.

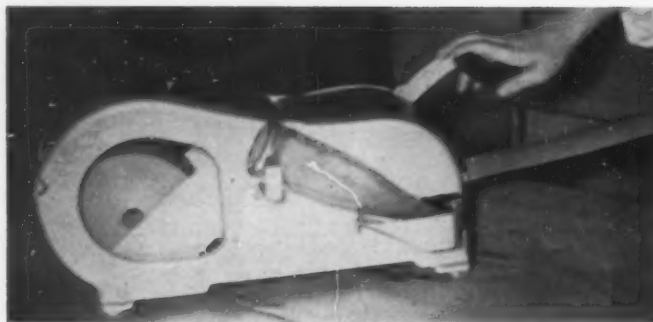
ASSOCIATED TRAFFIC CLUBS OF AMERICA announced that the 33rd annual meeting will be held October 24 and 25 in Miami Beach, Fla. Headquarters will be the Seville Hotel.

ACF INDUSTRIES, INCORPORATED has appointed Clinton H. Vescelius as general traffic manager of American Car and Foundry Division, it was announced by division president Samuel M. Felton. Previously, Vescelius was general TM of Otis Elevator Company.

WORCESTER TRAFFIC ASSOCIATION held its 41st annual dinner and meeting for election of officers (Continued on Page 27)

# How To Adapt Your Tape Dispenser

By ARTHUR E. SHAPIRO  
Seal-O-Matic Dispenser Corporation



"Two Strips Do the Trick" under the new center-seam sealing method. The two-strip method saves time, labor and 30-50% of the cost involved in the old system.



Black laminant of asphalt is visible as reinforced tape is split to show cross-section. A hair-thin residue of this substance is left on the back of the blade and should be cleaned off occasionally with kerosene.

**IF YOU WERE ONE** of the shipping room executives who looked up and began to re-examine your tape dispensing operation last May, 1955, you probably had good reason. At that time, when the railroads officially gave the nod to two-strip sealing down the center seam with reinforced tape the first major change in gummed tape closures in nearly a decade had finally reached fruition.

As you know, the new "two-strip" method allows tape to be applied only to the two center seams of the box extending  $2\frac{1}{2}$  inches over each end. By eliminating the requirement that all "outer seams must be securely sealed full length," with six strips of standard tape, the future is fast, automatic taping. One manufacturer has predicted that within five years reinforced tape will replace 50-60% of the standard 60 lb. tape now being used.

Thus, now you are posed with these questions:

- (1) Does it pay you to reconvert to reinforced tape and how shall you adapt your tape dispensing operation?
- (2) Does it pay to purchase new machines or convert the existing machine?

If your company has a large operation—a daily 8 hour production line packing schedule—the labor and cost savings for volume use of reinforced tape are obvious. In addition, now you can compete favorably with closure of stitching and gluing. If you are in industries such as canned

goods where production line case sealing is necessary, you were limited previously to glued or stitched closures, which have some drawbacks, especially where easy opening and reuse of the container is desired. Now you are able to use reinforced tape with good results.

Secondly, with reinforced tape you use less, it is quicker to apply, saves labor and is stronger for larger cartons—allowing them to arrive in good condition.

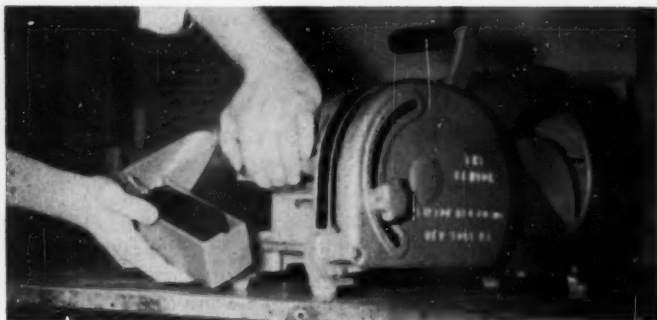
The smaller shipper, without cost cutting volume and with his smaller cartons, might be better off utilizing an automatic dispenser which can accommodate both reinforced as well as regular tape and changing tape rolls to meet his specific problem of the moment. Tests by independent laboratories seem to indicate that efficiency of the new method increases as the size of the container increases. Therefore there are instances where the smaller shipper might save money with both methods.

Although center-seam sealing requires only one third the tape that six-strip sealing requires, it may not mean quite that much saving to the shipping department manager, because the reinforced tape—35% stronger—is higher in price. However, estimates have been made that the two-strip method will save 30 to 50% of the cost involved.

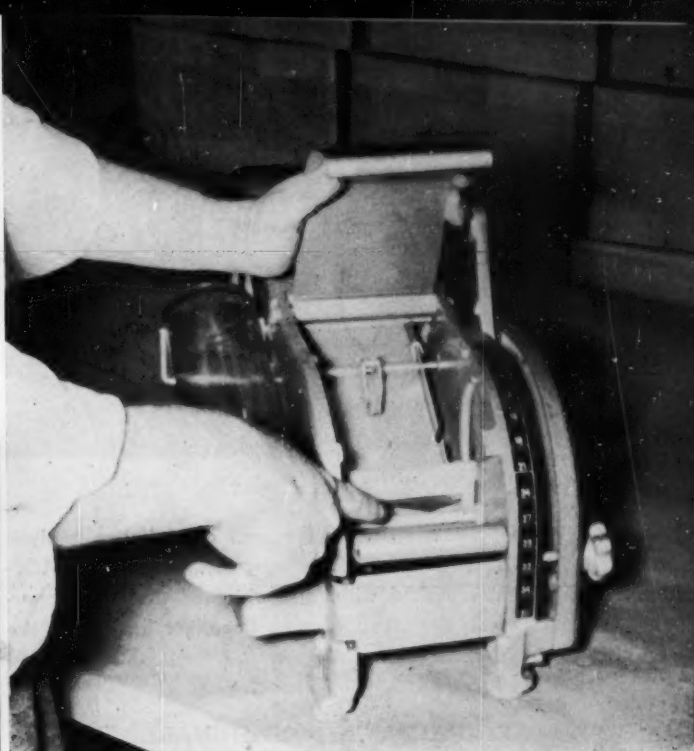
For best results:

- (1) Use an automatic tape moistening machine in your sealing operations. These have en-

## For Two-Strip Sealing



The removable water box makes it easy to clean the water tank and brushes with soap and water. Brushes wear down after continuous use and should be checked periodically.



Shipping department employee points to important "D-Zone" of tape dispenser operation and maintenance. The area around and under the cutting mechanism should be cleaned regularly to avoid tape jams.

gineered automatic moistening control for end-to-end wetting, and maximum adhesion, and they accomplish great tape savings via accurate length adjustments.

(2) Use a machine that can accommodate both reinforced as well as regular tape.

Let's say you have decided to use reinforced tape—Should you reconvert your present machine?

Because of their construction, these standard machines can't handle the heavier tape. However, several manufacturers have arrangements for reconversion—installing heavier gears and stronger shears that are able to cut through the filaments and asphalt continuously. The cost is a fraction of the price of a new machine. Actually it is quite an unwieldy operation and expensive in the long run. Not many shippers have done this, with good reason. The best solution in the long run is to install the new type machine.

### Operation and Maintenance

Using a modern, automatic tape machine will save you tape, waste and time in your sealing operation; it will produce an efficient and safe closure. But these are precision made instruments and must have the periodical care and maintenance they deserve to ensure top notch work.

The main points in tape machine care are as follows:

(1) Keep your water bottle full. Water level

in tank will then be maintained automatically, ensuring adequate moistening.

(2) Water tank and brushes should be removed and cleaned with soap and water weekly.

(3) On *all* machines handling reinforced tape, a hair thin layer of laminant of asphalt is left as a residue on the back of the blade with every strip of tape dispensed. This black substance should be washed off with kerosene so accumulation of this material does not impede machine operation. This black substance also is left on top and bottom knurl wheels which come in contact with the gummed surface of tape. These wheels should be cleaned from one to three times a week with kerosene.

(4) Brushes wear down after continuous use and must be checked periodically. New, beveled brushes will give maximum contact with tape.

(5) Check area around and under cutting mechanism to clean out small strips of tape and gum dust. This will help to avoid tape jams.

(6) From time to time, oil and grease should be added to moving parts to eliminate friction.

(7) Since many types of reinforced tape cannot be torn by hand, a small utility knife with a razor cutting edge or preferably one of several safety trigger guards should be kept nearby for emergencies.

Proper care of your sealing equipment can mean efficiency and savings in your shipping departments—for many years to come.



## Steel Drums & Pails For Thousands of

New drums are used by Quaker State Refining Corporation exclusively for its lubricating oils. Shown here are painted and silkscreened drums on their way to be filled.

To give our readers the most authoritative analysis of steel shipping containers, **SHIPPING MANAGEMENT** consulted with, and obtained the full cooperation of, the Steel Shipping Container Institute in the preparation of this article.

**APPROXIMATELY ONE HUNDRED MILLION** new steel shipping containers are produced annually, and products shipped in drums and pails find their way into every American industry. Steel drums and pails are standard containers for thousands of liquid and dry products. A new look will show a number of developments which have greatly increased the versatility of these containers.

The past five years have seen increased emphasis placed on protective interior linings and improved exterior treatments. Over a longer period of time there has developed a tendency to use lighter gage drums. Other basic changes have occurred in treatments given to the steel used for containers. Taking each of these factors separately, here is a new look at steel containers.

### Types of Containers

Steel containers are usually broken down into two broad groups—pails and drums. A pail is defined as a container with a capacity of one to twelve gallons and made in 28-gage or heavier steel. The most popular pail produced is the 24-gage, five gallon pail used so widely in the paint and varnish industry. Drums are those containers having a capacity of twelve gallons or more; when made in 19-gage or lighter steel they are referred to as "light" drums; when 18-gage or heavier they are termed "heavy" drums.

Until the early thirties, 18-gage, fifty-five gal-

lon drums were used for the shipment of non-regulatory or non-dangerous products, primarily by the petroleum industry and heavier gage drums were required for regulatory products such as those found in the chemical industry. About this time, however, tests proved that the 18-gage drum could be used for the shipment of regulatory products and under ICC rules, their use was permitted as a single trip container (STC).

With the coming of World War II, however, and its attendant shortages of steel, the Bureau of Explosives issued permits for a single re-use of these drums. These permits are issued to the shipper of the product and it is the responsibility of the shipper to see that these drums are marked as such. Thus, the 18-gage, 55-gallon drum became the most popular type of container for the shipment of many different products. And the



Here, drums are filled at York Corporation which blends and ships compressor oil in new steel drums to maintain high purity.



# Are Now Standard Shippers Liquid And Dry Products

development of protective linings has widely expanded the types of products which can be safely shipped in steel without fear of contamination.


The type of closure required for a container is naturally dependent on the material to be shipped and the general purpose of the container. Tight-head, or non-removable head, drums are the most common; drums of this type have two standard openings, one 2" in diameter for filling and a  $\frac{3}{4}$ " vent opening. Some drums also have a 2" side opening but these are used primarily for the shipment of chemical products.

## Regulations For Drum Manufacture

On drums, two general types are in use, the lever and bolted ring types. In the former, the entire head is removed by releasing a lever which expands a ring holding the head to the drum. In bolted types, the ring is loosened by unscrewing a bolt. Another type of commonly used closure consists of a cover bolted in the center of a drum head. On fifty-five gallon drums these covers are usually 15 inches in diameter and are fastened with four to eight bolts. This type of closure is also used widely on grease drums. "Lug Covers" are widely used on five gallon pails and grease drums; these fit either over the entire head of the drum or a smaller portion of the drum head similar to the closure mentioned above.

All steel containers are made in conformance with specifications of either the Interstate Commerce Commission or the Uniform and Consolidated Freight Classification Committee's Rule 40. Dangerous or regulatory products come under ICC rules, while containers for non-regulatory products are covered by Rule 40. The ICC specifications are revised from time to time upon recommendations of the Bureau of Explosives, a service division of the Association of American Railroads. These specifications are contained in Tariff No. 9, ICC Regulations and may be obtained from the Bureau of Explosives, AAR, New York, N. Y.

Under these regulations, each manufacturer of new steel containers is required to emboss, on the



Ready to be shipped out, drums are raised to platform at R-B-H Dispersions Division, Interchemical Corp.

bottom of each container, its name, date of manufacture, gage of steel used and the specification to which it conforms. This is positive assurance to users of new steel containers that each is true to gage and specification.

## Protective Linings

Not too long ago, lined containers comprised only a negligible amount of production. Today, nearly 25% of the drums produced annually have interior linings. Originally, oleoresinous, vinyl and phenolic coatings were used to protect products from contamination. More recently, resins of the epoxy type or combinations of phenolic and epoxy resins have come into use. Two coatings of the latter type were developed by Battelle Memorial Institute for the Steel Shipping Container Institute, as part of a continuous research program. These are designated as Synthetazine 100 and 200 and provide the very high corrosion resistance of the pure phenolic linings with the good flexibility of the epoxy-type resins. It is interesting to note in this combination of materials, that the epoxy resins offer good resistance to corrosion by alkali, the one type of chemical which the phenolic resins do not resist.

Flexibility in an interior coating is extremely important in order to prevent fracture of the coating due to rough handling.

Numerous other protective coatings or linings are in use today. Among them are the vinyl linings which are still widely used in the food industry and the oleoresinous coatings which are

*(Continued on Page 28)*

# NEW PRODUCTS IDEAS SERVICES

## Die-Cut Stencil

Reproduction of shipping or product identification labels can be done through small die-cut paper stencils now available from Weber Marking Systems.



Called the Kustom-Cut Stencil, it is designed to cut costs and save time in the multiple addressing and marking of shipments. The stencil can be used with Weber machines either to print the actual labels or to imprint facsimiles of the label directly on the container.

Standard information as well as the user's label or form can be die-cut on the stencils before delivery. Variable information is then filled in by typewriter or stylus. The stencil is then attached to the Weber Label Printing Machine which turns out printed labels ready for application at the rate of 105 an hour.

Check #41 on card facing Page 6.

## Renews Containers

Renewal of corrugated cartons, which are usually scrapped because of various markings and a dirty appearance is now possible through a product introduced by Ideal Stencil Machine Co.



The product, known as "Covers-All", completely covers any marking or printing in one application and dries in five minutes. Its tan color is a good match for cartons, fibre containers, drums and wooden boxes. This

product can be sprayed or brushed on. Check #42 on card facing Page 6.

## Glass Fiber Yarn Tape

Paper sealing tape reinforced with glass fiber yarn has just been developed by L.O.F. Glass Fibers Company. Because of reduced labor costs and less damage claims the company claims a saving of six cents for each 10 cartons sealed.

The company made out a strong case for the two-strip sealing method. Cartons are easier to open, sealing is cheaper and safer shipments result, it said.

Check #43 on card facing Page 6.

## Twin-Head Stapler

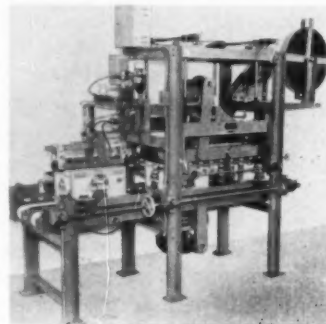
Container Stapling Corporation has introduced a new machine, Model CSC-2, which staples simultaneously tops and bottoms of center slotted corrugated and fibreboard boxes after they have been packed.

This model is equipped with two stapling heads and is air operated with fully pneumatic controls. There are no electrical connections, relays, solenoids, micro-switches or complicated electrical wiring and fuses.

Check #45 on card facing Page 6.

## Single Strip Sealer

Sealing of 25 or more cases per minute with single-strip tape can be done with the automatic machine introduced recently by General Corrugated Machinery Company, it was announced by vice president C. D. Keely.



This machine can close top or bottom flaps only plus end panels as (Continued on Next Page)

## NEWS - PROMOTIONS

of companies and associations

ROBERT L. PEET, general service manager of Pitney-Bowes, Inc., who joined PB in the pioneering days of the postage meter in 1922, and who has directed the company's nationwide service force for 20 years, announced recently that he would retire March 1st on attainment of his normal retirement age of 65.

Mr. Peet will be succeeded by Frank J. Liberty, assistant general service manager, himself a veteran of 31 years with the company, and his post will be assumed, in turn, by Adam Ledingham, Eastern regional service supervisor.

AIR FREIGHT FORWARDERS' ASSOCIATION elected Charles L. Gallo, president of Air Express International, as president of the group. Other officers elected were: Hardy Maclay, executive vice president; Charles Fields, treasurer; and Robert Seitel, president, Allied Air Freight, Inc., as secretary.



CHARLES GALLO

KRAFT BAG CORPORATION announced the appointment of P. E. Bray as field engineer for the company's automatic bag filling machine, the Kraftpacker, and of P. F. Finley as Assistant Sales Manager in multiwall bag sales in the southeastern territory. Finley will report to F. L. Munger, vice president in charge of sales (Continued on Next Page)

## New Products

(Continued from Preceding Page)

required. It has a minimum length of seven feet. The tape is dust and pilfer-proof and allows convenient opening without injury to the container, contents or person, Keely said.

Check #46 on card facing Page 6.

\* \* \*

### Steel Container Coating

Production of a protective lining material for the inside of steel shipping containers will soon be launched by Cook Paint & Varnish Company under a licensing arrangement with Synthetazine Protective Coatings, Inc., and the Steel Shipping Container Institute.

Cook will supply protective lining formulations for containers ranging from tin cans to 55-gallon drums. The coating, known as Synthetazine 200, is a plastic material and is designed to protect the product from contamination by the container and to prevent the product from corroding the container.

Check #47 on card facing Page 6.

\* \* \*

### New Literature

"How to Mail a Letter in Five Easy and Utterly Preposterous Lessons" is the title of a very attractive booklet in color issued recently by Pitney-Bowes, Inc. Through a series of cleverly-worked cartoons and humorous writing, the booklet presents the antiquated lick-and-stick method and its many contributions to inefficiency, and then contrasts this old-fashioned method with the modern metered mail method. This is must reading for everyone in the shipping field.

Check #48 on card facing Page 6.

\* \* \*

"Engineered Packing for Shipping Lamps" has been issued by American Excelsior Corporation. This brochure gives various packing methods, conforming to the consolidated freight classification.

Check #49 on card facing Page 6.

## News—Promotions

(Continued from Preceding Page)

at the New York office. Bray will also work under Finley in the southeastern territory. The company is a subsidiary of Gilman Paper Company.

\* \* \*

AMERICAN BOX CO. reported recent defense contracts amounting to about a half million containers. President George H. Kubes stated that these orders are made up primarily of wirebound boxes used in packing ammunition.

MEN — METHODS — MATERIALS

for fast delivery  
of shipments



mark them with **Garvey's**  
FAMOUS STENCIL AND MARKING INKS

Other inks made by  
Garvey are:

GARVEY'S Colored  
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for black metal, such as  
springs, drums,  
etc. Quick-drying.

GARVEY'S Black Metal  
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metal surfaces. Quick  
drying. Cannot be  
dissolved by petroleum  
products.

Garvey's famous "Ace of Spades" Stencil and other marking inks are the result of careful research and study under actual shipping room conditions.

Used by most of the larger shippers, Garvey's "Ace of Spades" ink will not rub off, harden brushes, become "gummy", freeze or deteriorate. It can be used to mark boxes, bales, sacks, fibre cases, burlap, etc. And, it is specially filtered for Fountain Brush use.

If you want to insure safe, fast delivery of your shipments, mark them with Garvey's "Ace of Spades" or other marking inks.

Available in 1 and 5 gal., containers...also 55 gallon agitator drums.

**Garvey** fountain brush and ink company

4379-87 Duncan Avenue St. Louis (10) Mo.

... for more details check #4 on HELP-O-GRAM card.

CROWN ZELLERBACH CORPORATION has announced the appointment of R. M. Lindquist, D. C. Shaw and R. C. Perry to the Eastern Division sales staff. Leo Jacobs, sales manager of the Eastern Division's Distributor Sales Division, made the announcement.

\* \* \*

INTERSTATE COMMERCE COMMISSION has received from the nation's railroads an application for a seven percent raise in freight rates and charges. By February 25, effective date if approved, the roads will have already incurred during 1956

about \$88 million of extra cost without offsetting revenues. The last rate increase was granted four years ago. The new rate increase application is made necessary by rising wages and prices of materials.

### Traffic Tower

(Continued from Page 21)

on January 16. Those elected were: Nathan Satter, president; Fred D. Wilson and Paul W. Sloan, first and second vice presidents, respectively; and L. S. Worthen, secretary-treasurer.



## RR Car Shortages

(Continued from Page 12)

and then have the investment standing idle a good percentage of the time.

"Likewise, I don't think you can expect the railroads to own enough freight cars to meet high peaks of demand that are of short duration, nor the demand that ensues when the economy expands at such a rapid rate as it has in the last year. Nevertheless, there is no question that total car ownership is deficient—that some railroads are badly deficient in ownership—and I would urge you to keep the pressure on."



EUGENE W. COUGHLIN



CLARENCE S. DECKER

Eugene W. Coughlin, manager of Railroad Relations for the Association of American Railroads' Car Service Division, told the Board that

the nation's railroads now have nearly 140,000 new freight cars on order as part of an all-out effort to meet anticipation traffic demands.

Clarence S. Decker, general traffic manager of The Borden Company, was elected President of the Board for 1956. Other new officers are: J. Robert Morton and R. A. Cooke, vice presidents; and R. C. Avery, general secretary.

## AMA Celebrates Silver Anniversary At Packaging Exposition, April 9-12, 1956

The American Management Association's National Packaging Exposition will observe its silver anniversary next spring with the 25th annual showing of new developments in packaging, packing, and shipping for industrial and consumer goods.

The Convention Hall in Atlantic City, N. J., will be the scene of the 1956 exposition, which is scheduled for April 9-12. Exhibit space is 85 per cent sold out. More than 300 suppliers of packaging machinery, materials, and services have reserved 115,000 square feet.

Accompanying the exhibit, also in the Convention Hall, will be the association's National Packaging Conference April 9-11. At this annual forum of the packaging industry, individual speakers and panel groups will review problems in industrial and consumer packaging and suggest solutions.

## Steel Drums and Pails

(Continued from Page 25)

limited to non-corrosive products and serve more for sanitary purposes.

Work on container linings is continuing to develop new coatings and methods of application. Today, it is possible to ship almost any product in steel containers.

### Exterior Treatments and Decoration

Within the past few years, phosphatizing has been widely adapted as a treatment for steel shipping containers with very good results. This treatment not only inhibits the spread of rust; it also provides a good bond for paint, enamel and other finishes. It is also used in certain cases for the interior of drums, either as a rust inhibitor for unfilled drums or to enhance the corrosion resistance of some lining materials. However, experience has proved that the benefits which can be expected from phosphatizing the interior of drums is dependent upon the product being shipped. It is therefore recommended that this treatment be discussed with container manufacturers before proceeding with purchasing specifications.

The appearance of new steel containers is an important part of their value. Appearance definitely reflects on the shipper of products packaged

in any type of container. Each drum and pail going into customers' plants can be a dynamic advertisement for your products, or merely another container.

It is well to keep in mind that the containers in which products are shipped are always "on display." Customers continually have at hand packaged products as a reminder of the supplier—it is comparatively seldom that salesmen and service personnel are on hand to represent your company. For this reason, it is a good practice to make your products as attractive as possible in order to make a "good impression," and build brand recognition.

Working with various other industry groups, the steel shipping container industry has endeavored to establish recommended universal specifications for numerous types of shipping containers. The purpose of these standards is to reduce or eliminate minor and unnecessary variations.

An important advantage of universal specifications to users is the uniformity in shipping containers which can result. The use of slightly different drums for the same product is poor practice and can leave a poor impression of packaging operations in the minds of users. It can also create problems in handling and result in unnecessary damage during shipment due to non-uniform car or truck loading.



## "LISTEN MR."

(Continued from Page 21)

to handle all freight bills in this manner.

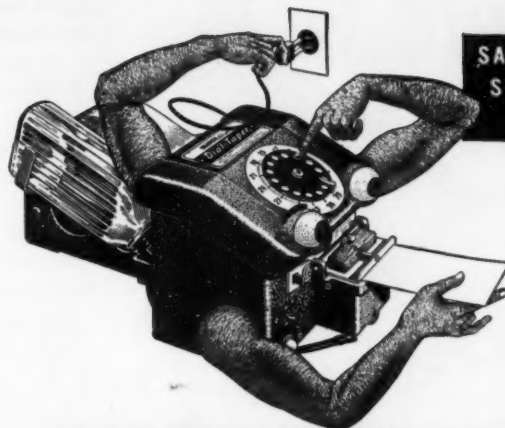
Not only does this completely simplify the process of paying bills but it also makes it very easy for a shipper or receiver to establish a good credit rating insofar as prompt payment of freight bills are concerned. In many traffic organizations the freight bills must be checked and okayed by more than one person in the traffic department and presumably by someone in the purchasing department before they are passed to the accounting department for payment.

Because of a backlog of work or a reluctance on the part of anyone of the aforementioned departments it is entirely conceivable to let freight bills be tied up in a company long after the normal period for payment has expired. However, this new method of paying freight charges puts no pressure on the individuals involved to immediately audit the freight bills; yet the bill has been paid to the carrier. This is one of the reasons why the carriers endorse this particular plan and are willing to subsidize it.

The only real problem connected with this particular plan at the present time is to get enough of the carriers to sign up with the bank so that it does not make a split operation. If only half of the carriers with which a concern deals would sign up, it still means that the bills will be coming in from the balance and might confuse those persons who have to deal with them.

As far as we know there is no national drive by any bank association to put this plan over but we do know that there are many localized banks which are offering it. For further information we suggest that the local bank be contacted.

MEN — METHODS — MATERIALS



## ELECTRIFIED MARSHIAN CLEANS UP MAYTAG SHIPPING PROBLEM

All Maytag Washer shipments come clean, since installation of MARSH ELECTRIC Dial-Tapers. It's simple to operate. You dial any tape length desired. In a split second, tape is measured accurately, moistened with thermostat-

controlled warm water, cut off clean, and practically handed to you. There's No guesswork; No lever to pull; and No wasted tape. Users save up to 25% in tape... 50% in time, compared with manual tape machines.

8T-13

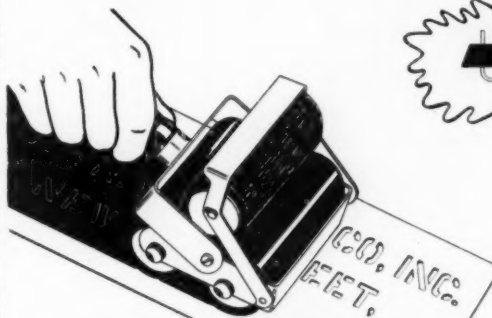
### FREE:

"The Marshian Story" of Electric Taping. Clip this ad to business letterhead with your name. MAIL TODAY!

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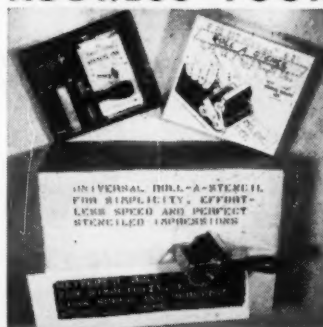
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Patent Pending

## A BRAND NEW WAY TO STENCIL ADDRESS YOUR SHIPMENTS . . .



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- "ROLL-A-STENCIL" advanced design with self contained ink roller holds enough ink to stencil all day on one inking.
- TWIN ROLLERS smoothly roll perfect stenciled impressions in one rapid stroke with no effort!

Our surveys show that shipping departments welcome this completely new and faster method - Order your set today on a money back guarantee. Set shown includes pint can of ink and pouring spout . . . \$10.50 plus postage.

**UNIVERSAL FOUNTAIN BRUSH CO., St. Petersburg, Florida**

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## How Do You Glue?

Obsolete glue-pot



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modern **Glue-Fast!**



**\$17.50**

(6" model shown)  
(9" & 12"  
models available)

Ungummed labels are economical, but glue-pots are messy and wasteful! GLUE-FAST applies the exact amount of glue to ungummed labels for maximum Grip. GLUE-FAST increases efficiency . . . reduces Shipping and Labeling Department costs as much as 30%!

**10 DAY FREE TRIAL**  
No Obligation! Send request  
on business letterhead.

### Glue News

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NCR (no carbon required)

paper and labels can now be successfully glued with  
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Is your magazine addressed correctly? Examine the wrapper, and notify SHIPPING MANAGEMENT MAGAZINE, 425 Fourth Ave., New York 16, N. Y., if you desire any change. Please send back the old wrapper, and the new address, and allow about five weeks for the change.

## Canadian Packaging Association Holds Industrial Container Competition

In connection with the Packaging Association of Canada's National Packaging Convention for 1956, to be held March 5-7 at Toronto, there will be a presentation of awards and display of entries in the fourth Canadian Industrial Container Competition.

Entries will be judged in seven classifications: Corrugated or solid fibre boxes; wood, wirebound and cleated panel boxes and crates; metal, wood and fibre containers; sacks, bags, bales and bundles; palletized and unitized loads; merchandising appeal and surface design; and family groups and coordination of design. Closing date for entries is February 10.

## "Take It or Leave It" Pallets

(Continued from Page 13)

racks in the warehouse where they are stored.

When it is ready for shipment, the load is removed from the racks and taken by lift to the shipping platform. Then, depending upon the customer's instructions, the pack is either placed with the pallet on the floor of the trailer or railroad car, or it is separated from the pallet by inserting the forks through the special slots in the pallet. In the latter case, the pack, now supported by the forks alone, is deposited on three bolsters placed at the load position in the trailer. The bolsters make it easy to remove the forks from underneath the load and at the same time keep the load intact and secure. This procedure is repeated until a full load is obtained.

Upon arrival at its destination, the load is picked up by the forks from the bolsters, and is either returned to the pallet or stored as received on the bolsters. Shipments can also be taken off and put on trailers from the side when dock facilities do not exist.

Because of the specially designed forks which are tapered to a sharp edge, and a Flintkote

# Water-Tite

PAPERS

BY THE MAKERS OF

## REDCORE

GUMMED TAPE

\*MEETS GOVERNMENT SPECIFICATIONS

## Rexford

PAPER COMPANY  
MILWAUKEE 9, WISCONSIN

FOR  
WRAPPING

FOR  
COVERING

FOR  
CAR LINING



...AND FOR ALL AROUND PROTECTION AGAINST MOISTURE

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PHILADELPHIA, PA. · FT. SMITH, ARK. · ATLANTA, GA.

. . . for more details check #8 on HELP-O-GRAM card.

designed pallet, which customers are free to take or leave, it now requires one man and a fork truck about 20 minutes to unload a standard 28,000 pound trailer. According to Seymour Weiss, Materials Handling Superintendent, the same unloading job before inauguration of the "take it or leave it" system, took two men about 1.5 hours of manual labor. This tremendous reduction in labor at the present high rates has been the major gain effected.

Other advantages of the new system, Weiss said, include: Easier warehousing and inventory, less damage, faster service for waiting carriers and customers, and more convenient pallet deposits and transfers. Shipping operations have been speeded up to such an extent, Weiss added, that the average truck comes in for a 12-ton load and leaves within 25 minutes fully loaded.

Many local customers who have fork lifts, often use Flintkote's pallets when warehousing incoming loads, Weiss disclosed. Flintkote charges a deposit covering the cost of the pallet. When the load is sold, the empty pallet is returned to Flintkote for a new load or for return of the deposit. So, actually the pallet costs the customer absolutely nothing.

#### Up to 90 Shipments Per Day

As many as 90 truck shipments are made per day from the East Rutherford plants, it was stated by Joseph F. Schulz, Materials Handling Manager, who supervises the entire operation. Some 95 percent of these shipments are handled by contract trucking companies, less than five percent by rail and the balance by customer pickup trucks. Some 60 percent of all destinations are over 100 miles from the plants, Schulz said. Flintkote has its own rail siding connected to the Erie Railroad, which facilitates trans-continental shipments. Foreign shipments are few and far between.

The four different types of products—roofing shingles, insulated siding, asbestos and emulsions—are produced and stored separately at East Rutherford. Each type of product must be stored according to various colors, sizes, quantities and styles. In roofing products alone, there are separate racks or storage areas for strip shingles, roll roofing, tapered strips and individual shingles.




Because of this great diversity of products, warehousing must be well organized and scientific. Racks go up to heights of 21 feet with each rack accommodating a pallet load. Each of the five plants has its own warehousing facilities. Fork lift trucks are the major item of materials-handling equipment. Conveyor belts are not used as each plant is so well laid out that there is no stopping off-stage between the end of production and the warehouse racks.

# DELIVERS THE GOODS



## ...ATLANTIC

**On-to-Sta Sealing Tape  
Wraps Up Your Packages  
Securely, Efficiently,  
Economically.**

-  **Applies Speedily**
-  **Grips Tightly**
-  **Sticks Permanently**



## GUMMED SEALING TAPES & GUMMED SPECIALTIES For Every Sealing Need

*Dress Up Your Packages With  
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### ADVERTISING TAPE Another On-to-Sta Product

Printed in 4 Colors on Gummed Kraft Paper. Seals Securely and Bears Your Firm Name, Trade Mark, or Advertising Message Wherever Your Parcels go.

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## MARKING MADE EASY IN YOUR SHIPPING ROOM!



**The ADVANCED Flo-Master Felt Tip Marker,** with its interchangeable felt tips, makes marking on boxes, bags, cartons and crates a quick, simple job. The special spring valve permits finger-tip control of the ink flow. Instant-drying, waterproof, non-smudging Flo-master Inks help safeguard your shipments—addresses will not be smeared in transit. For heavy-duty marking use the KING SIZE Flo-master with its larger felt tips and bigger ink supply. The ADVANCED FLO-MASTER is new! In style and size like the finest fountain pen, the ADVANCED FLO-MASTER does everything the Original Flo-master does — uses the same inks — contains the same features — yet holds ½ more ink. It is the ultimate in a felt tip pen.

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by Leslie A. Bryan

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Both materials handling and warehousing have been carried out at such a high degree of efficiency that no serious problem has yet been encountered, Weiss said. The only problem that does exist, is in filling orders for the different products. Trucks must be sent around to the various shipping platforms to pick up pallets. This is time-consuming and laborious. But there is hope for early solution of this problem too.

### Customers Advised on Shipping

Through the "take it or leave it" system, the Flintkote Company has simplified not only its own shipping and warehousing operations but also those of its customers. By offering a free consulting service to its distributors in such areas as palletization and pallet standardization, racks, M-H systems and modernization, and warehouse layouts, the company has made the handling of roofing and siding materials much easier and less expensive in terms of time and money.

Mr. Schulz stressed the necessity of standard units of the various products and the desirability of ordering materials in quantities consistent with the unit loads. Uniformity is the key to the successful and economical operation of any materials handling system.

The "take it or leave it" pallet has brought so many gains in terms of time, labor and money savings, better M-H methods, more scientific warehousing and greater protection for products while in transit, that its costs have been small indeed. Besides, there has been an intrinsic gain in greater customer-distributor satisfaction, which cannot be measured in mere units of cost and saving. Weiss stressed that the only capital expense incurred by Flintkote was in the purchase of tapered forks for the lift trucks. The warehouse racks, pallets and everything else existed previously.

### Fully Mechanized Warehouse

(Continued from Page 12)

conveyors. The 12 accumulator conveyors automatically discharge the cased products in predetermined numbers of cases onto any of four trunk line conveyors in the sequence in which these numbers of cases accumulate. Trunk conveyors pick up the cases at the end of the Shipping Building.

Panel controls permits adjusting the handling system for the many different Heinz products and sizes of cases that are required in packaging them. Cases range in size from approximately 8½ x 11 in. to 13 x 19 in. and from 10 lb. to 50



lb. Thus pallet loads vary from as many as 210 cases to as few as 24 cases on a single standard pallet. This pallet is a 40 x 48 in. double-faced wooden pallet of which more than 150,000 are used in Heinz's seven factories and 16 sales branches. Loaded pallets have a maximum height of 50½ in. and weigh anywhere from 500 to 2900 lbs. Pallet dimensions were used as a basis for the spacing of the supporting columns in the new warehouse in order to minimize waste space.

In the automatic operation of the accumulator conveyor, sealed cases are carried on live rollers that are moved by a belt underneath them until they are stopped by a stationary metering belt conveyor which feeds the trunk conveyors. When a predetermined length of conveyor has been filled, the last case rests on a time-delay switch long enough (5 seconds) to close a signal circuit to the panel so that a metering belt will be energized. As soon as the trunk conveyor on which this accumulator discharges is cleared of cases from any other accumulator that has had priority, the metering belt is started and the cases pass an electric eye and are carried onto a deflector belt that passes over the top of the four trunk conveyors. A manually positioned deflector pushes the case off onto a selected trunk conveyor belt running at right angles to it. As soon as the predetermined number of cases passes the electric eye, the metering belt stops so that no more than enough to fill a pallet goes past this point.

As each succeeding train of cases is ready to move into a pallet loading machine, a signal lamp is lighted in the operator's control pulpit. The operator identifies the product and selects the proper pallet loading pattern by pushing a button corresponding to the size of case for this product. This also permits the cases to move into the pallet loading machine. Cases move into the machine at the rate of about 25 per minute and an electric eye counter stops all loading operations when the required number of cases has passed through.

In the control pulpit the operator has one or more push buttons and three-position switches for every size of case used in packaging the Heinz products. Although the four machines are identical, they are set up to handle a limited range of overlapping sizes. The push button actually selects one of several relay control units or "cartridges" on each machine which automatically provide for the sequence of operations that will load the pallet in the desired pattern for a given size and shape of case. The switch determines the floor level destination of the loaded pallet after it leaves the machine. It is turned only when a change in destination is required.

As the loaded pallet is ejected from the ma-



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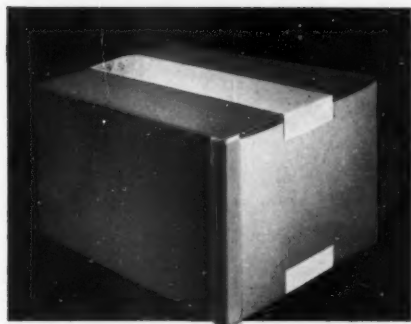
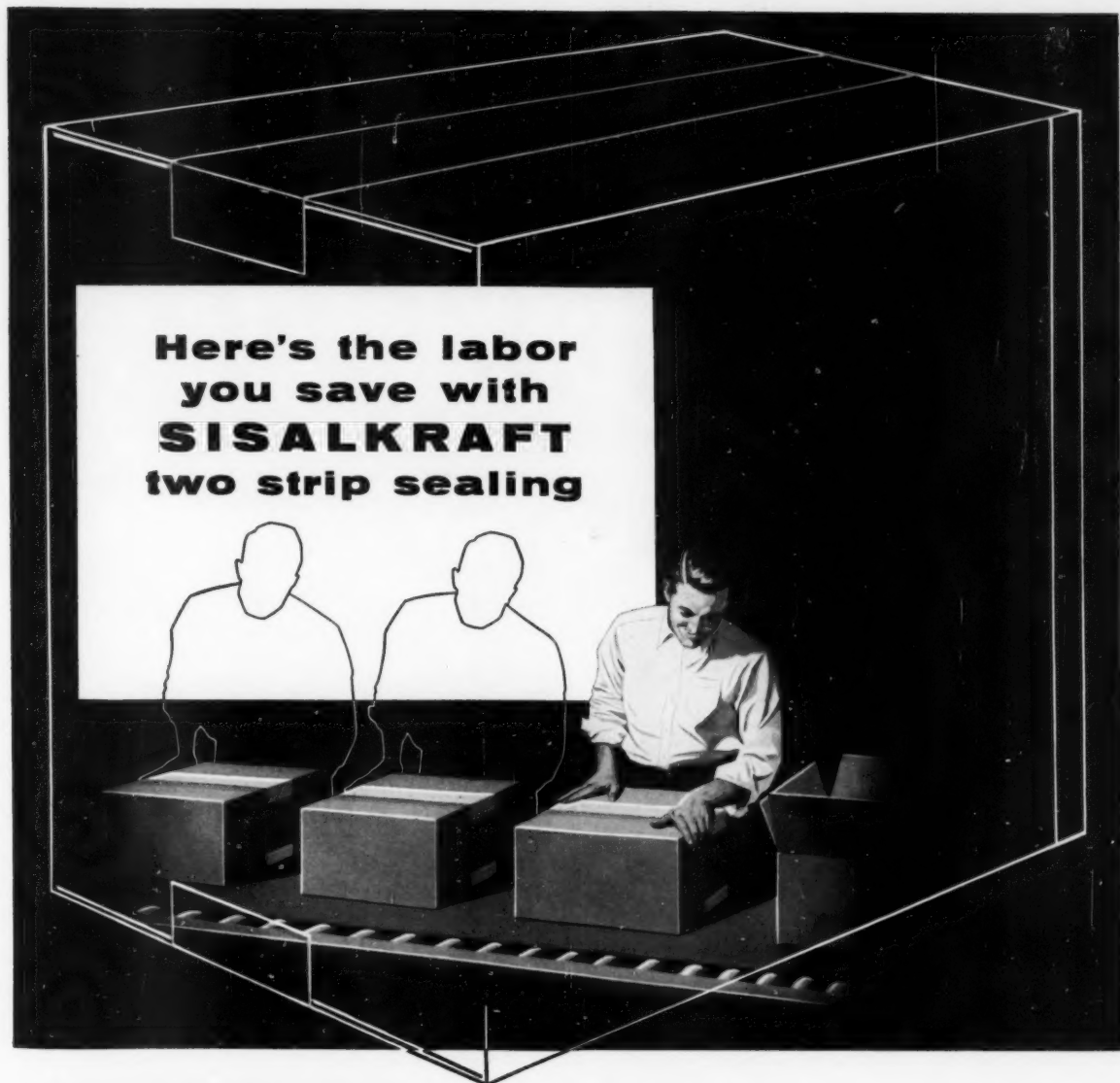
chine it is picked up by a short conveyor that takes it to a vertical lift on which it is moved downward automatically and on reaching the pre-set floor level is ejected automatically onto a terminal conveyor from which fork trucks can remove it. If the pallet load is to remain on the third floor, it moves automatically through the vertical lift shaft onto a terminal conveyor from which third-floor fork trucks can remove it. There is a separate lift for each palletizing machine.

Only one elevator is required in the warehouse. It has sufficient capacity to carry a truck with capacity load and the operator. A routine use of this elevator is for the return of empty pallets to the third floor.

Fork truck handling equipment includes 18 battery-powered high-lift trucks, five battery-powered low-lift trucks, four engine-powered low-lift trucks, and six motorized hand trucks. The trucks operate on concrete floors in aisles 12 ft. wide.

Loading docks on all four sides of the warehouse are accessible on both first and second floor levels. Railroad sidings of two railroads are on opposite sides of the building with a 12 ft. difference on level. For this reason the first and second floor, have the same difference in level and pallets can be stored only two high on the first floor. First floor load capacity is therefore only 300 lbs. per sq. ft.

The new warehouse handling system has proved to be fully practical from the standpoint of proper return on the capital investment and of savings resulting from the elimination of rent for outside storage, the elimination of extra costs resulting from shipping to and from outside warehouses, and of replacement of manual labor with mechanized handling of pallet load units exclusively.



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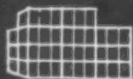
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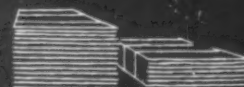
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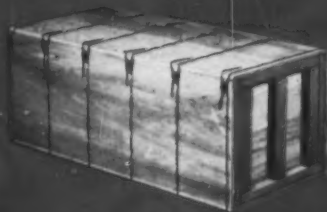


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